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DIV. OF OIL, GAS & MINING

1735 Technology Drive, Suite 410 San Jose, California 95110-1333

Dear Valued Rental Rate Blue Book Subscriber:

Instability in the price of diesel fuel and gasoline has prompted many inquiries on how to adjust Rental Rate Blue Book operating rates to reflect the higher fuel costs.

EquipmentWatch wants to continually support you and provide the most up-to-date information, so we are giving you two options to adjust for rising fuel prices.

Option 1: Use the Custom Cost Evaluator or Cost Reference Guide to get the most accurate adjustments for your specific equipment models and fuel costs.

The Custom Cost Evaluator Online will allow you to automatically adjust fuel costs and over 20 ownership and operating costs to reflect your specific equipment and operating characteristics. The Cost Reference Guide offers you the option to manually adjust fuel and other O&O costs for your equipment.

We have significantly reduced prices on both of these products for Blue Book Subscribers. To learn more about the Custom Cost Evaluator Online or the Cost Reference Guide, just call our Sales Team at 1-800-669-3282.

Option 2: Use the tables, included with this letter, to manually estimate fuel adjustments for your specific equipment.

The included tables are organized by Blue Book section and Equipment type. Listed for each equipment type is the:

- Average percentage of the published operating rate generated by the cost of fuel.
- Minimum and maximum percentages to identify the range that fuel costs can impact the operating rate.
- Fuel price used to calculate the published Blue Book operating rate.

To use the tables, just follow the example on the back of this page.

We hope this information is helpful. If you would like additional assistance, please call our Research Team at 1-800-669-3282.

Sincerely, Don Hopkins Director of Research

Example:

Equipment: Deere 670C II Articulated Motor Grader

Blue Book Rate:

Monthly	Weekly	Daily	Hourly	Estimated operating cost/hr
\$4,825	\$1,350	\$340	\$51.00	\$22.80

Based on the information in the attached table, fuel makes up an average of 43% of the operating cost and the original diesel cost in the Rental Rate Blue Book was \$1.98/gallon.

Section	Equipment type	Average	Maximum	Minimum	Diesel	Gas
9	Articulated Frame Graders	43%	53.7%	31.7%	\$ 1.98	\$1.79

If you want to adjust the cost of diesel fuel to \$2.75/gallon, you would make the following adjustments:

- 1. Adjustment Factor = ((Current fuel cost/Original fuel cost) 1) x average fuel percentage
- 2. Adjusted Operating cost = Operating Cost x (1 + Adjustment Factor)

In this example:

- 1. Adjustment Factor = (\$2.75/\$1.98)-1) x (0.43) = 0.167
- 2. Adjusted Operating cost = $$22.80 \times (1 + 0.167) = 26.61 per hour

PLEASE NOTE: Average fuel percentages are an average over all models and sizes in an entire equipment type. The percentage for a particular piece of equipment may lie anywhere within the range.

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provided	by Equipme	ntWatch

Section	Equipment type	Average	Maximum	Minimum	Diesel		Gas
3	Portable Rotary Screw Air Compressors	65%	79.0%	48.3%		\$	1.77
	General Purpose Portable Belt Conveyors	36%	39.4%	34.2%	\$ 1.68	\$	1.77
	Heavy Duty Portable Belt Conveyors	42%	57.8%	31.0%			1.77
	Folding/Stacking Portable Belt conveyors	30%	47.2%	18.8%		\$	1.77
	Radial Stackers	25%	29.7%	19.4%		\$	1.77
	Elevating Stackers	26%	43.9%	19.2%		\$	1.77
	Single Deck Portable Screening Plants	35%	48.7%	19.5%		\$	1.77
	Double Deck Portable Screening Plants	35%	48.5%	19.1%		\$	1.77
	Triple Deck Portable Screening Plants	34%	47.3%	19.0%	\$ 1.68	\$	1.77
	Trailer Mounted Asphalt Distributors	23%	33.0%	17.3%		\$	1.77
5	Wheel Mounted Asphalt Pavers	18%	22.3%	8.8%		\$	1.77
5	Crawler Mounted Asphalt Pavers	17%	26.1%	13.1%		\$	1.77
5	Wheel Mounted Pavement Millers	25%	26.0%	22.2%	\$ 1.68	\$	1.77
5	Crawler Mounted Pavement Millers	29%	29.7%	27.1%	\$ 1.68	\$	1.77
	Asphalt Pick-up Machines	15%	30.2%	11.2%	\$ 1.68	\$	1.77
5	Reclaimers/Stabilizers	42%	46.3%	38.8%	\$ 1.68	\$	1.77
	Road Wideners	18%	23.5%	15.7%	\$ 1.68	\$	1.77
6	Self Propelled Pneumatic Compactors	33%	40.5%	28.7%	\$ 1.68	\$	1.77
	Tandem Static Compactors	35%	41.6%	10.0%	\$ 1.68	\$	1.77
6	3-Wheel Compactos	32%	37.2%	32.3%	\$ 1.68	\$	1.77
6	Self Propelled Sanitation Compacots	37%	38.0%	35.7%	\$ 1.68	\$	1.77
	Self Propelled Pad Foot Compactos	45%	48.2%	46.3%	\$ 1.68	\$	1.77
	Hand held Vibratory Plate Compactors	36%	46.2%	24.4%		\$	1.77
	Hand Held Rammers	37%	42.0%	32.0%		\$	1.77
6	Manually Guided Vibratory Compactors	17%	31.0%	8.1%		\$	1.77
	Trench Compactors	15%	18.9%	8.9%		\$	1.77
	Tandem Vibratory Compactors	21%	33.2%	11.9%		\$	1.77
	Single Drum Vibratory compactos	24%	32.8%	14.4%		\$	1.77
6	• • • • • • • • • • • • • • • • • • •	17%	30.0%	14.1%		\$	1.77
	Concrete Belt Conveyors	39%	42.0%	37.5%		\$	1.79
	Portable Mortar/Plaster Mixers	48%	58.1%	28.9%		\$	1.79
	Portable Tilt Drum Concrete Mixers	53%	55.7%	50.3%		\$	1.79
	Portable Trailer Mounted concrete Mixers	33%	41.6%	25.5%		\$	1.79
	Rear Discharge Concrete Transit Mixers	42%	43.3%	40.6%		\$	1.79
	Concrete Batch Plants - Mobile Mixers Trailer Mounted	25%	39.1%	19.1%		\$	1.79
	Concrete Extruded Curb Pavers	45%	50.0%	40.0%			1.79
	- 1.0 to	43%	56.6%	32.9%		\$	1.79
	Concrete Form Riding Pavers	43%	52.4%	34.3%		\$	1.79
	Concrete Work Bridges						
	Trimmers	48% 11%	58.0% 17.9%	36.1%			1.79
	Concrete Placer - Spreaders	23%		9.1%			1.79
			31.7%	13.7%			1.79
7	Concrete Curb/Gutter/Barrier Slipform Pavers	25%	29.5%	14.2%		\$	1.79
	Concrete Street & Highway Slipform Pavers	22%	27.5%	14.8%			1.79
	Concrete Texture Curing Machines	25%	29.1%	22.3%			1.79
	Concrete Tube Finishers	18%	23.0%	13.0%			1.79
	Walk-Behind Concrete Buggies	29%	34.0%	24.0%			1.79
	Ride-On Concrete Buggies	33%	38.0%	28.0%			1.79
	Walk-Behind Concrete Floor Trowels	66%	69.7%	57.0%			1.79
	Ride-On Concrete Floor Trowels	61%	62.2%	59.2%			1.79
	Trailer Mounted Concrete Pumps	53%	70.2%	43.6%			1.79
	Concrete Saws	62%	71.6%	56.0%			1.79
	Flexible Shaft Concrete Vibrators	70%	72.3%	66.7%			1.79
	Portable Earth Augers	57%	61.1%	45.7%			1.77
	Self Contained Horizontal Borers	20%	29.2%	18.1%	\$ 1.68	\$	1.77
8	Vertical Earth Drills for Crane Mounting	30%	35.0%	25.0%	\$ 1.68	\$	1.77
	Vertical Earth Drills for Truck Mounting	27%	36.7%	18.8%	\$ 1.68	\$	1.77
8	Vertical Earth Drill Carriers	68%	80.0%	57.7%			1.7
8	Truck Mounted Vertical Earth Drills	9%	10.1%	8.9%			1.7
	Crawler Mounted Vertical Earth Drills	13%	13.0%	12.2%			1.7
	Short Coring Drills for Truck Mounting	21%	29.1%	13.2%			1.77
	Trailer Mounted Short Coring Drills	21%	26.4%	14.4%			1.73
	Skid Mounted Short Coring Drills	24%	29.8%	13.0%			1.7
	Pavement Test Core Drills for Truck Mounting	17%	22.0%	12.0%		+	1.77

Fuel Adjustment Tables

provided by EquipmentWatch

ection Equipment type	Average	Maximum	Minimum	Diesel	Gas
8 Trailer Mounted Payment Test Core Drills	15%	21.4%	12.8% \$	1.68	\$ 1.77
8 Clear Water Service Pumping Stations	34%	40.9%	16.0% \$	1.68	\$ 1.77
8 Mud Service Pumping Stations	22%	32.0%	18.3% \$	1.68	\$ 1.77
8 Crawler Mounted Rotary Blasthole Drills	26%	33.0%	20.1% \$	1.68	\$ 1.77
8 Truck Mounted Rotary Blasthole Drills	29%	33.8%	22.9% \$	1.68	\$ 1.77
8 Hydraulic Track Drills	25%	35.4%	17.6% \$	1.68	\$ 1.77
8 Horizontal Directional Drills	22%	26.7%	10.4% \$	1.68	\$ 1.77
9 Articulated Frame Graders	43%	53.7%	31.7% \$	1.98	\$ 1.79
9 Standard Crawler Loaders	31%	35.1%	27.6% \$	1.98	\$ 1.79
9 LGP Crawler Loaders	30%	35.0%	25.0% \$	1.98	\$ 1.79
9 Compact Track Loaders	47%	52.0%	30.7% \$	1.98	\$ 1.79
9 Skid Steer Loaders	41%	51.6%	21.9% \$	1.98	\$ 1.79
9 Bare Industrial Tractors	47%	52.0%	42.0% \$	1.98	\$ 1.79
9 Tractor Loaders	43%	48.1%	24.4% \$	1.98	\$ 1.79
9 Tractor Loader Backhoes	43%	51.7%	21.5% \$	1.98	\$ 1.79
9 4-WD Articulated Wheel Loaders	45%	50.9%	28.7% \$	1.98	\$ 1.79
9 Non-Articulated Wheel Loaders	40%	44.2%	29.7% \$	1.98	\$ 1.79
9 Single Engine Conventional Scrapers	38%	41.1%	35.7% \$	1.98	\$ 1.79
9 Dual Engine Conventional Scrapers	42%	44.6%	31.8% \$	1.98	\$ 1.79
9 Single Engine Elevating Scrapers	31%	32.3%	29.3% \$	1.98	\$ 1.79
9 Standard Crawler Dozers	36%	44.8%	30.7% \$	1.98	\$ 1.79
9 LGP Crawler Dozers	35%	37.7%	22.2% \$	1.98	\$ 1.79
9 PipeLayers	19%	20.7%	17.4% \$	1.98	\$ 1.79
9 Wheel Dozers	43%	43.6%	41.3% \$	1.98	\$ 1.79
10 Wheel Mounted Hydraulic Excavators	34%	37.5%	30.0% \$	1.98	\$ 1.79
10 Crawler Mounted Compact Excavators	35%	41.9%	23.3% \$	1.98	\$ 1.79
10 Crawler Mounted Hydraulic Excavators	37%	43.1%	25.8% \$	1.98	\$ 1.79
10 Truck Mounted Hydraulic Excavators	27%	31.9%	23.4% \$	1.98	\$ 1.79
10 Hydraulic Shovels	39%	42.0%	31.8% \$	1.98	\$ 1.79
10 Crawler Mounted Mechanical Clamshells	27%	33.0%	19.0% \$	1.98	\$ 1.79
10 Truck Mounted Mechanical Clamshells	18%	23.0%	13.0% \$	1.98	\$ 1.79
10 Crawler Mounted Mechanical Draglines	26%	34.1%	19.6% \$	1.98	\$ 1.79
10 Truck Mounted Mechanical Draglines	19%	24.0%	14.0% \$	1.98	\$ 1.79
10 Walk-Behind Chain Trenchers	44%	47.9%	39.6% \$	1.98	\$ 1.79
10 Crawler Mounted Chain Trenchers	37%	42.4%	29.1% \$	1.98	\$ 1.79
10 Wheel Mounted Chain Trenchers	38%	46.7%	33.4% \$	1.98	\$ 1.79
10 Crawler Mounted Wheel Trenchers	11%	17.9%	10.9% \$	1.98	\$ 1.79
10 Wheel Mounted Wheel Trenchers	40%	45.0%	35.0% \$	1.98	\$ 1.79
10 Wheel Mounted Rock Saws	28%	33.0%	23.0% \$	1.98	\$ 1.79
10 Crawler Mounted Cable Plows	52%	57.0%	47.0% \$	1.98	\$ 1.79
10 Wheel Mounted Cable Plows	39%	47.0%	36.2% \$	1.98	\$ 1.79
11 Small Gensets	55%	67.7%	34.5% \$	1.68	\$ 1.77
11 Large Gensets	74%	78.9%	57.8% \$	1.68	
12 I.C. Self Propelled Scissor Lifts	32%	41.5%	21.1% \$	1.68	
12 I.C. Self Propelled Scissor Ents 12 I.C. Self Propelled Telescopic Boom Aerial Lifts	24%	42.0%	14.1% \$	1.68	
12 I.C. Self-Propelled Articulating Boom Aerial Lifts	33%	51.9%	10.4% \$	1.68	\$ 1.77
			18.0% \$	1.68	
13 Straddle Carriers 13 Yard Cranes (Hydraulic)	22% 37%	31.0% 46.6%	25.3% \$	1.68	\$ 1.77 \$ 1.77
13 Rough Terrain Hydraulic Cranes	29%		23.7% \$	1.68	
		36.1%	29.0% \$	1.68	
13 All Terrain Hydraulic Cranes - Single Engine	35%	38.5%			\$ 1.77
13 All Terrain Hydraulic Cranes - Dual Engine (no Carrier fuel)	13%	21.0%	10.2% \$	1.68	
13 Truck Mounted Hydraulic Cranes - Single Engine	39%	42.6%	31.2% \$	1.68	
13 Crawler Mounted Lattice Boom Cranes	21%	31.6%	13.7% \$	1.68	
13 Truck Mounted Lattice Boom Cranes	22%	40.1%	21.3% \$	1.68	
13 I.C. Pneumatic Tire Lift Trucks	48%	54.2%	35.7% \$	1.68	
13 Straight Mast Rough Terrain Lift Trucks	46%	55.1%	29.6% \$	1.68	
13 Telescoping Boom Rough Terrain Lift Trucks	30%	41.1%	23.4% \$		
14 Hydraulic Cutter Suction Dredges	56%	62.3%	47.6% \$	1.98	
14 Standard Mudcat Dredges	53%	58.0%	48.0% \$	1.98	
14 Special Application Mudcat Dredges	47%	48.0%	46.6% \$	1.98	
14 Inland Tug Boats	55%	66.0%	46.5% \$	1.98	
14 Push boats	47%	60.0%	33.6% \$		
14 Tow Boats	49%	53.4%	38.1% \$		

Fuel Adjustment Tables provided by EquipmentWatch

Section	Equipment type	Average	Maximum	Minimum	Diesel		Gas
_	Runabouts	75%	80.0%	70.0%		\$	1.79
	Tenders	55%	60.0%	50.0%	1.98	\$	1.79
	Water Maintenance Debris Boats	35%	40.0%	30.0%		\$	1.79
	Diesel Hammers	36%	49.8%	16.6%		\$	1.79
	Hydraulic Hammers	61%	65.9%	54.7% \$	1.98	\$	1.79
	Vibratory Hammers/Extractors	56%	65.9%	15.2% \$	1.98	\$	1.79
16	Lightweight Centrifugal Pumps	23%	27.1%	16.7%	1.68	\$	1.77
16	Heavy Duty Centrifugal Pumps	37%	55.1%	12.7% \$		\$	1.7
	Diaphragm Pumps	14%	20.0%	10.0% \$		\$	1.7
16	Self-Priming Trash Pumps	61%	78.2%	35.8%		\$	1.7
	Pull Type Pavement Brooms	23%	28.0%	18.0% \$		\$	1.79
	For Mounting Pavement Brooms	17%	22.0%	12.0% \$		\$	1.7
	Self Propelled Pavement Brooms	42%	47.9%	29.8%		\$	1.7
	Single Engine Pavement Sweepers	32%	41.1%	26.4%		\$	1.7
	Dual Engine Pavement Sweepers	46%	53.7%	42.9%		\$	1.7
	Sewar/Catch Basin Cleaners for Truck Mounting	13%	18.0%	8.0% \$		\$	1.7
	Self Propelled Pavement Breakers	29%	32.2%	25.4%		\$	
17	Guardrail Post Driver/Augers for Truck Mounting	72%		67.0%		\$	1.79
	Trailer Mounted Arrow Boards		77.0%			+ -	1.79
		24%	29.0%	19.0% \$		\$	1.7
	Trailer Mounted Changeable Message "Dot" Signs	9%	14.0%	4.0% \$		\$	1.7
	Walkie Crack Cleaners	56%	61.0%	51.0% \$		\$	1.79
	Crack Fillers	21%	26.6%	6.8%		\$	1.7
	Trailer Mounted Mulchers	53%	58.6%	43.7% \$		\$	1.7
	Trailer Mounted Seed Sprayers	37%	42.6%	31.7%		\$	1.7
	Seed Sprayers for Truck Mounting	56%	64.6%	41.7%		\$	1.7
	Push Type Floor Planers	40%	45.0%	35.0%		\$	1.7
	Self Propelled Floor Planers	54%	59.0%	49.0% \$	1.98	\$	1.7
	Traffic Line Removers	44%	49.0%	39.0% \$	1.98	\$	1.7
17	Rotary Snow Blowers for Truck Mounting	38%	39.9%	28.0% \$		\$	1.79
	Self Propelled Snow Blowers	27%	29.0%	24.0% \$		\$	1.7
	Self Propelled Chip Spreaders	36%	43.7%	32.6% \$		\$	1.79
	Chip Spreaders for Tail Gate Mounting	45%	50.0%	40.0% \$		\$	1.79
	Towed Chip Spreaders	39%	44.0%	34.0% \$		\$	1.79
	Chemical Spreaders	19%	24.0%	14.0% \$		\$	1.7
	Walk Behind Stripers	51%	56.0%	46.0% \$		\$	1.7
	Self Propelled Stripers	34%	40.3%	20.9%		\$	1.7
17	Truck Mounted Stripers	63%				\$	
	Pressure Washers Cold		68.0%	58.0% \$			1.7
		36%	48.2%	21.7% \$		\$	1.7
	Pressure Washers Hot	37%	46.2%	25.8% \$		\$	1.7
	Chain Saws	41%	46.0%	36.0%		\$	1.7
	Cut-Off Saws	45%	49.7%	37.9% \$		\$	1.7
	Portable Welders	79%	83.7%	63.3% \$			1.7
	On-Highway Rear Dumps	61%	72.7%	57.7% \$		\$	1.7
	Mechanical Drive Rear Dumps	45%	48.8%	41.6% \$		\$	1.7
	Electric Drive Rear Dumps	46%	54.1%	38.7%		\$	1.7
20	Articulated Rear Dumps	36%	40.3%	32.7%	1.98	\$	1.7
20	Two Wheel Prime Movers	60%	61.7%	57.9% \$	1.98	\$	1.7
20	Four & Six Wheel Prime Movers	59%	64.0%	54.0% \$		\$	1.7
20	Coal Haulers	51%	56.0%	46.0% \$			1.7
20	On-Highway Truck Tractors	61%	75.2%	53.4% \$			1.7
	On-Highway Flatbed Trucks	68%	76.5%	54.0% \$			1.7
	On-Highway Water Tankers	60%	65.6%	52.2% \$			1.7
	Off-Highway Water Tanker Trucks	37%	39.2%	36.5% \$			1.7
	On-Highway Water Fanker Trucks On-Highway Light Duty Trucks	66%	72.0%	50.1% \$		+	1.7
	Tire Mounted ShotCrete/Concrete Liners	20%				1	
			25.0%	15.0% \$		⊅	1.7
	Diesel Locomotives	20%	24.3%	15.5% \$		\$	1.7
	Diesel Powered LHD's	28%	36.3%	22.1% \$			1.
	Low Profile Rear Dumps	27%	30.0%	16.0%			1.
	Trailer Mounted Brush Chippers	51%	63.6%	30.5% \$			1.
	Rubber Tired Brush Cutters	25%	26.4%	24.4% \$		\$	1.
22	Portable Light Towers	19%	25.2%	12.2% \$		\$	1.0
	Skid Mounted Power Units	46%	51.0%	41.0% \$			1.
	Trailer Mounted Power units	43%	48.0%	38.0% \$			1.

Fuel Adjustment Tables

	Equipment type Wheel Mounted Cable Log Skidders	ided by EquipmentWatch				
ction	Equipment type	Average	Maximum	Minimum	 Diesel	_
22	Wheel Mounted Cable Log Skidders	27%	28.0%	25.8%	\$ 1.98	\$
22	Wheel Mounted Grapple Log Skidders	25%	27.8%	21.6%	\$ 1.98	\$
22	Crawler Mounted Cable Log Skidders	22%	27.0%	17.0%	\$ 1.98	\$

Section	Equipment type	Average	Maximum	Minimum	Diesel	Gas
	Wheel Mounted Cable Log Skidders	27%	28.0%	25.8% \$	1.98	\$ 1.79
22	Wheel Mounted Grapple Log Skidders	25%	27.8%	21.6% \$	1.98	\$ 1.79
22	Crawler Mounted Cable Log Skidders	22%	27.0%	17.0% \$	1.98	\$ 1.79
22	Crawler Mounted Grapple Log Skidders	20%	25.0%	15.0% \$	1.98	\$ 1.79
22	Crawler Mouned Log Loaders	29%	34.7%	23.5% \$	1.98	\$ 1.79
22	Wheel Mounted Log Loaders	27%	30.3%	23.9% \$	1.98	\$ 1.79
22	Log Loaders for Truck Mounting	52%	56.0%	51.2% \$	1.98	\$ 1.79
22	Wheel Loader/Logger	25%	30.8%	22.4% \$	1.98	\$ 1.79
22	Crawler Mounted Feller Bunchers	33%	38.8%	29.8% \$	1.98	\$ 1.79
22	Wheel Mounted Feller Bunchers	32%	34.2%	28.2% \$	1.98	\$ 1.79
23	Manually Propelled Adzers	19%	24.0%	14.0% \$	1.68	\$ 1.77
23	Self Propelled Adzers	27%	32.0%	22.0% \$	1.68	\$ 1.77
23	Self Propelled Anchor Applicators	12%	17.3%	10.7% \$	1.68	\$ 1.77
	Ballast Compactors	27%	32.0%	22.0% \$	1.68	\$ 1.77
23	Ballast Cribbers	27%	43.2%	19.7% \$	1.68	\$ 1.77
23	Ballast Regulators	30%	46.5%	19.0% \$	1.68	\$ 1.77
	Track Undercutters	30%	51.7%	14.8% \$	1.68	\$ 1.77
23	Self Propelled Track Booms	38%	45.8%	27.5% \$	1.68	\$ 1.77
23	Self Propelled Applicators	11%	15.9%	9.8% \$	1.68	\$ 1.77
	Self Propelled Driver/Setters	15%	19.1%	13.8% \$	1.68	\$ 1.77
23	Walk Behind Pullers	8%	13.0%	3.0% \$	1.68	\$ 1.77
23	Self Propelled Pullers	24%	33.0%	16.7% \$	1.68	\$ 1.77
23	Spot/Utility Tampers	38%	42.4%	22.1% \$	1.68	\$ 1.77
23	Production/Switch Tampers	14%	24.4%	12.2% \$	1.68	\$ 1.77
23	Continuous Action Tampers	12%	14.7%	13.1% \$	1.68	\$ 1.77
23	On Track Tie Handlers	45%	54.0%	39.5% \$	1.68	\$ 1.77
23	Tie Remover/Inserter	35%	46.3%	28.0% \$	1.68	\$ 1.77
23	On-Track Brush Cutters	43%	48.0%	38.0% \$	1.68	\$ 1.77
23	Swing Cranes	47%	59.2%	39.5% \$	1.68	\$ 1.77
23	Hydraulic Locomotive Cranes	43%	48.0%	38.0% \$	1.68	\$ 1.77
23	Lattice Boom Locomotive Cranes	52%	66.1%	45.2% \$	1.68	\$ 1.77
23	Car Movers	60%	66.3%	51.3% \$	1.68	\$ 1.77
23	Motorized Carts	9%	14.0%	4.0% \$	1.68	\$ 1.77
	Motor Cars	51%	54.0%	46.4% \$	1.68	\$ 1.77
23	Portable Rail Drills	15%	20.0%	10.0% \$	1.68	\$ 1.77
23	Portable Rail Grinders	11%	16.0%	6.0% \$	1.68	\$ 1.77
	Rail Lifters	11%	16.0%	6.0% \$	1.68	\$ 1.77
	Self Propelled Rail Saws	45%	50.0%	40.0% \$	1.68	\$ 1.77
	Portable Rail Saws	5%	10.0%	0.0% \$	1.68	\$ 1.77